SEC Mail Processing Section



ION

SECUR

NOV 232011

11023511

Washington, Ocannual Audited Report

105
FORM X-17A-5
PART III

OMB APPROVAL

OMB Number: 3235-0123 Expires: April 30, 2013

Estimated average burden hours per response..... 12.00

SEC FILE NUMBER

8- 26740

8-34440

FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEG	INNING 10/01/10	AND ENDING	09/30/11
	MM/DD	/YY	MM/DD/YY
	A. REGISTRANT IDE	ENTIFICATION	
NAME OF BROKER-DEALER:	inancial West Inwut	nut Gnup	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLAC	E OF BUSINESS: (Do not u	se P.O. Box No.)	FIRM I.D. NO.
DBA) financial west group 4	510 E THOUSAND OAKS I	BLVD.	
	(No. and S	Street)	
WESTLAKE VILLAGE	CA		91362
(City)	(5	State)	(Zip Code)
NAME AND TELEPHONE NUME ALEXANDRA LAFATA	BER OF PERSON TO CONT	ACT IN REGARD TO THIS F	REPORT 805-558-1512 (Area Code – Telephone Numbe
	B. ACCOUNTANT ID	ENTIFICATION	
INDEPENDENT PUBLIC ACCOU	RAY	state last, first, middle name)	
9107 Wilshire Blvd #260	Beverly Hills	CA	90210
(Address)	(City)	(State)) (Zip Code)
CHECK ONE:			
Certified Public Acc	ountant		
Public Accountant		•	
☐ Accountant not resid	lent in United States or any o	f its possessions.	
	FOR OFFICIAL	. USE ONLY	
		•	

*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1410 (06-02)



OATH OR AFFIRMATION

of SEPTEMBER 30	, 20 <u>11</u> , are true and correct. I further swear (or affirm) tha
neither the company nor any partner,	proprietor, principal officer or director has any proprietary interest in any account
classified solely as that of a customer	except as follows:
	·
	Signature
	_
	PRESIDENT
	Title

This report ** contains (check all applicable boxes):

- X (a) Facing Page.
- × (b) Statement of Financial Condition.
- × (c) Statement of Income (Loss).
- × (d) Statement of Changes in Financial Condition.
- X (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital.
 - (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
- × (g) Computation of Net Capital.
 - (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
- X (i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.
- × (j) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
 - (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
- × (l) An Oath or Affirmation.
- × (m) A copy of the SIPC Supplemental Report.
 - (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

^{**}For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

Financial Statements and Supplementary Information with Independent Auditors' Report

September 30, 2011

<u>CONTENTS</u>

	<u>Page</u>
Independent Auditors' Report	1
Financial Statements	
Statement of Financial Condition	2
Statement of Operations	3
Statement of Changes in Stockholder's Equity	4
Statement of Cash Flows	5
Notes to Financial Statements	6-10
Supplementary Information	
Schedule I - Computation of Net Capital Under	
Rule 15c3-1 of the Securities and Exchange Commission	11
Schedule II - Reserve and Possession or Control	
Requirements Under Rule 15c3-3 of the Securities	
and Exchange Commission	12
Independent Auditors' Report on Internal Control	
Structure Required by SEC Rule 17a-5	13-14

LEDERMAN, ZEIDLER, GRAY & Co., LLP

CERTIFIED PUBLIC ACCOUNTANTS 9107 WILSHIRE BOULEVARD, SUITE 260 BEVERLY HILLS, CALIFORNIA 90210

MEMBER

AMERICAN INSTITUTE

OF CERTIFIED PUBLIC ACCOUNTANTS

CALIFORNIA SOCIETY

OF CERTIFIED PUBLIC ACCOUNTANTS

TELEPHONE (310) 273-2924 FAX (310) 276-0225

INDEPENDENT AUDITORS' REPORT

Board of Directors FINANCIAL WEST INVESTMENT GROUP, INC. Thousand Oaks, California

We have audited the accompanying statement of financial condition of Financial West Investment Group, Inc., as of September 30, 2011 and the related statements of operations, changes in stockholder's equity, and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Financial West Investment Group, Inc., as of September 30, 2011 and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Emphasis of Matter

As discussed in note 11 to the financial statements, the Company is a defendant in various lawsuits related to its brokerage business. The outcome of these lawsuits cannot presently be determined. Management is of the opinion that they will not have a material impact on the Company's financial statements. No provision for any liability that may result has been made in the financial statements. Our opinion on the financial statements is not modified with respect to this matter.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I and II is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 of the Securities and Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Lederman, Zeidler, Gray & Co., LLP Certified Public Accountants

Beverly Hills, California November 21, 2011

FINANCIAL WEST INVESTMENT GROUP, INC. STATEMENT OF FINANCIAL CONDITION SEPTEMBER 30, 2011

ASSETS A STATE OF THE PROPERTY		
Cash	\$	1,432,573
Cash held for customers		363,244
Cash, foreign currency		11,820
Commissions receivable		880,454
Marketable securities, owned		63 , 762
Prepaid expenses		109,048
Note receivable from related party		145,971
Other receivables		17,301
Deposits	_	10,000
Total assets	\$_	3,034,173

LIABILITIES AND STOCKHOLDER'S EQUITY	
Accounts payable	\$ 37,491
Commissions payable	1,744,945
Accrued expenses	195,682
Payable to brokerage account	12,989
Cash held for customers	360,234
Due to affiliate	8,974
Total liabilities	2,360,315
Stockholder's Equity	
Common stock, no par value	
Authorized - 10,000 shares	
Issued and outstanding - 2,500 shares	125,000
Paid-in capital	398,278
Retained earnings	<u> 150,580</u>
Total stockholder's equity	673,858
Total liabilities and stockholder's equity	\$_3,034,173

STATEMENT OF OPERATIONS FOR THE YEAR ENDED SEPTEMBER 30, 2011

Gross revenue and income	
Commissions	\$ 33,177,173
Interest and dividends	88 , 871
Net realized gain from bond trading	2,136,247
Net realized gain from equity trading	290,514
Net realized loss from other proprietary trading	(56,108)
Other	1,730,535
	37,367,232
Expenses	
Accounting	55 , 809
Bad debts	3,113
Commissions, representative's fees & clearing charges	31,136,004
Communications	57,008
Computer & information technology	101,835
Consulting	74,874
Dues and licensing costs	43,510
Education & seminars	18,000
Employee compensation and benefits	4,576,942
Equipment rental	59,597
Errors expense, net of reimbursements	(15,467)
Fees and adjustments	(8,318)
Insurance expense, net of reimbursements	151,954
Interest expense	2,355
Legal	52,250
Management fees	280,244
Occupancy	356,395
Office supplies & expense	51,856
Postage & shipping	25,195
Quote systems expense	305,446
Settlement expense, net of reimbursements	11,000
Travel	55,118
Other operating expenses	44,286
	37,439,006
Income (loss) before provision for income taxes	(71,774)
Current tax expense	800
Net loss	\$(72,574)

FINANCIAL WEST INVESTMENT GROUP, INC. STATEMENT OF CHANGES IN STOCKHOLDER'S EQUITY FOR THE YEAR ENDED SEPTEMBER 30, 2011

	Common Stock	Paid-in Capital	Retained Earnings	Total
Balance, October 1, 2010	\$ 125,000	\$ 398,278	\$ 223,154	\$ 746,432
Net loss			(72,574)	(72,574)
Balance, September 30, 2011	\$ <u>125,000</u>	\$ <u>398,278</u>	\$ <u>150,580</u>	\$ <u>673,858</u>

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED SEPTEMBER 30, 2011

Operating activities:		
Net loss	\$	(72 , 574)
(Increase) decrease in assets:		
Commissions receivable	(137,940)
Marketable securities	(49,149)
Prepaid expenses	(28,765)
Note receivable from related party		112,439
Other receivables		21,037
Deposits		-
Increase (decrease) in liabilities:		
Accounts payable	(9,338)
Commissions payable		142,057
Accrued expenses		62 , 071
Cash held for customers	(73,817)
Due to affiliate		8,974
Income tax payable	(32,182)
Net cash provided by operating activities	(57,187)
Financing activities:		
Decrease in payable to brokerage account	(<u>45,954</u>)
Net cash used by financing activities	_(45,954)
Decrease in cash	(103,141)
Cash, beginning of year		1,910,778
Cash, end of year	\$	1,807,637
Cash paid during the year: Interest paid Income taxes paid	\$ \$	2,355 1,000

FINANCIAL WEST INVESTMENT GROUP, INC. NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2011

1. Organization and nature of business

The Company is a non-clearing fully disclosed broker-dealer engaged in the sale of general securities to investors. The Company also receives revenue from investment banking and due diligence services. The Company is registered with the U.S. Securities and Exchange Commission (S.E.C.) and is a member of the Financial Industry Regulatory Authority (FINRA). The Company does not hold securities for customers. All funds belonging to customers are held in cash accounts earmarked for holding customer funds. The Company is a 100%-owned subsidiary of Paradox Holdings, Inc.

2. Significant accounting polices

Recognition of revenue and expense – Commissions and related clearing expenses are recognized on a trade-date basis as securities transactions occur. Investment banking revenues include fees from securities offerings in which the Company acts as an agent. Investment banking fees are recorded on the settlement date.

Cash - For purposes of reporting cash flows, cash and cash equivalents include cash in banks and cash held at the Company's clearinghouses.

Securities valuation - Trading securities are reported at fair values with unrealized gains and losses included in operations. Financial Accounting Standards Board Statement No. 157 establishes a framework for measuring fair value. The value of marketable securities owned by the Company is categorized as level 1 measurements. Level 1 measurements are quoted prices in active markets for identical assets. The marketable securities owned by the Company are stock in publicly traded companies, stock mutual funds and bonds that are traded daily on major exchanges.

Estimates and assumptions - In preparing financial statements in conformity with generally accepted accounting principles, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates. The estimates include fair value of financial instruments.

Fair value of financial instruments - The carrying value is a reasonable estimation of the fair value for cash, marketable securities and other investments, and receivables and payables.

FINANCIAL WEST INVESTMENT GROUP, INC. NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2011

3. Related party transactions

Paradox Holdings, Inc., the 100% shareholder of the Company, received management fees from the Company in the amount of \$280,244 during the current year.

The Company leases its office space under operating leases from the principal stockholder of Paradox Holdings, Inc. Rental payments for the current year were \$258,600.

Due to affiliate in the amount of \$8,974 is owed by the Company to Paradox Holdings, Inc.

The following is a schedule of future minimum rental payments due to the principal stockholder of Paradox Holdings, Inc., exclusive of property taxes, insurance, and increases under the lease based on increases in the consumer price index:

October 1, 2011 - September 30, 2012	240,000
October 1, 2012 - September 30, 2013	240,000
October 1, 2013 - September 30, 2014	240,000
October 1, 2014 - September 30, 2015	240,000
October 1, 2015 - September 30, 2016	240,000
Thereafter	960,000
	\$_2,160,000
	4 <u>2,100,000</u>

4. Commitments

The Company is obligated under the terms of certain non-cancelable operating leases for office equipment. Expense for the period ended September 30, 2011 was \$59,597. The following is a schedule of future minimum rental payments:

Year ending

September 30, 2012	\$	26,263
September 30, 2013		18,331
September 30, 2014		16,375
September 30, 2015		6,612
September 30, 2016	-	551
	\$	68,132

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2011

5. Cash held for customers

Cash held for customers are funds held on behalf of customers in a bank checking account for the purchase of secondary limited partnerships. An employee of the Company facilitates the purchase based on designated forms and written instructions. The difference between the cash account balance and the corresponding liability equals funds due to the Company.

6. Cash, foreign currency

Cash, foreign currency is ten million Iraqi dinar held by the Company. It is shown at cost in U.S. dollars which approximates its current value of \$11,820.

7. Receivable from clearing organizations and payable to broker-dealers

Amounts receivable from clearing organizations and payable to broker-dealers as of September 30, 2011 consist of the following:

Receivable from clearing organizations	<u>\$</u>	268,	<u>, 925</u>
Payable to broker-dealer	\$	12,	,989

8. Marketable securities owned

Marketable securities owned by the Company as of September 30, 2011 consist of the following:

Bonds	\$ 51,902
Equities	11,860
Total marketable securities owned	<u>\$ 63,762</u>

9. Note receivable from related party

Note receivable from officer, due on demand with interest at 7% \$ 145,971

FINANCIAL WEST INVESTMENT GROUP, INC. NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2011

10. Net capital requirements

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1 (and the rule of the "applicable" exchange also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1). At September 30, 2011, the Company had net capital of \$366,075, which was \$208,721 in excess of its required net capital of \$157,354. The Company's ratio of aggregate indebtedness to net capital, as defined, was 6.45 to 1.

11. Litigation

The Company has been named as a defendant in lawsuits incidental to its securities and investment banking business that claim substantial damages. One action is not covered by the Company's professional liability insurance because it involves an investment banking transaction. Another action is not covered by the Company's professional liability insurance because the loss occurred prior to the retroactive coverage date.

The Company's legal counsel has stated that the Company has meaningful legal and factual defenses to the various claims. The Company has not accrued any expense for the pending legal disputes because the outcome cannot be determined at this time. Also, the Company believes that the resolution of these lawsuits will not result in a material adverse effect to the Company's financial position.

The Company incurred settlement expenses, net of reimbursements, in the amount of \$11,000 in the current year.

The Company maintains a broker/dealer professional liability insurance policy to cover actions brought against the Company. This policy is provided by a non-affiliated, outside insurer. The policy does not provide coverage for prior or pending litigation filed against the Company on or before December 1, 2005. Additionally, the policy includes exclusions and limitations for various types of business activities including investment banking conducted by the Company on a regular basis. Policy limits are \$1,000,000 per claim per licensed representative, \$1,000,000 per claim against the Company with an aggregate annual policy limit of \$2,000,000. For each loss there is a \$100,000 deductible for the Company and a \$25,000 deductible for licensed representatives.

The Company maintains coverage under a fidelity bond policy. The policy covers loss against dishonesty by employees or registered representatives of the Company. Policy limits are \$1,000,000 with a \$20,000 deductible.

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2011

12. Financial instruments with off-balance sheet risk

The Company has cash deposits in excess of federal insured limits.

13. Concentrations of credit risk

The Company is engaged in trading, brokerage, and general business activities in which counterparties primarily include broker-dealers, banks, and other financial institutions. In the event counterparties do not fulfill their obligations, the Company may be exposed to risk. The risk of default depends on the credit worthiness of the counterparty. It is the Company's policy to review, as necessary, the credit standing of each counterparty.

14. Retirement plan

The Company maintains a retirement plan in accordance with Section 401(k) of the Internal Revenue Code. Under the terms of this plan, eligible employees make voluntary contributions to the extent allowable by law. The Company made no payments on behalf of employees to this plan for the year ended September 30, 2011.

15. Income taxes

The Company accounts for income taxes in accordance with the provisions of Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes."

The Company files a consolidated income tax return with its parent company. Federal and state income taxes are calculated as if the Company filed a separate income tax return. The current portion of the income tax expense included in the statement of income is as follows:

<u>Current</u>

State \$ 800

SCHEDULE I

COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION SEPTEMBER 30, 2011

Net capital

Total stockholder's equity	\$	673 , 858
Deductions and/or charges Non-allowable assets Prepaid expenses Notes receivable from related party Other receivables Cash, foreign currency Deposits		109,048 145,971 17,301 11,820 10,000
Net capital before haircuts on securities		379,718
Haircuts on securities		13,643
Net capital	\$	<u>366,075</u>
Aggregate indebtedness		
Total aggregate indebtedness	\$ <u>2</u>	,360,315
Computation of basic net capital requirement		
Minimum net capital required	\$	157,354
Excess net capital	\$	208,721
Ratio: Aggregate indebtedness to net capital	_6	.45 to 1
Reconciliation with Company's computation (included in Part II of Form X-17A-5 as of September 30, 2011)		
Net capital, as reported in Company's Part II (unaudited) Focus report	\$	366,075
Net audit adjustments		
Net capital per above	\$	<u>366,075</u>

SCHEDULE II

RESERVE AND POSSESSION OR CONTROL REQUIREMENTS UNDER RULE 15c3-3 OF THE SECURITIES AND EXCHANGE COMMISSION SEPTEMBER 30, 2011

The Company is in compliance with the conditions of exemption from the reserve and possession or control requirements under the provisions of Rule 15c3-3 (k)(2)(ii) of the Securities Exchange Act of 1934.

LEDERMAN, ZEIDLER, GRAY & Co., LLP

CERTIFIED PUBLIC ACCOUNTANTS
9107 WILSHIRE BOULEVARD, SUITE 260
BEVERLY HILLS, CALIFORNIA 90210

MEMBER

AMERICAN INSTITUTE

OF CERTIFIED PUBLIC ACCOUNTANTS

CALIFORNIA SOCIETY

OF CERTIFIED PUBLIC ACCOUNTANTS

TELEPHONE (310) 273-2924 FAX (310) 276-0225

INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL STRUCTURE REQUIRED BY SEC RULE 17a-5

Board of Directors FINANCIAL WEST INVESTMENT GROUP, INC. Thousand Oaks, California

In planning and performing our audit of the financial statements of Financial West Investment Group, Inc., as of and for the year ended September 30, 2011, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g)(1) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications and comparisons, and recordation of differences required by Rule 17a-13.
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

FINANCIAL WEST INVESTMENT GROUP, INC. Page Two

Because of inherent limitations in internal control and the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the company's financial statements will not be prevented or detected and corrected on a timely basis.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraph of this report were adequate at September 30, 2011, to meet SEC's objectives.

This report is intended solely for the use of the Board of Directors, management, the SEC and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers and is not intended to be and should not be used by anyone other than these specified parties.

Lederman, Zeidler, Gray & Co., LLP

Beverly Hills, California November 21, 2011